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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE		SEP 1988	SEP 1987	JUL-SEP 1988/89	JUL-SEP 1987/88
AL	Alabama	9,099	10,478	12,632	19,634
AK	Alaska	0	0	0	61
AZ	Arizona	122	26	283	195
AR	Arkansas	2,234	8,872	11,319	12,291
CA	California	6,228	7,197	14,557	14,899
CO	Colorado	424	411	959	732
CT	Connecticut	261	247	531	507
DE	Delaware	1,792	4,718	3,799	5,426
FL	Florida	6,009	10,380	13,291	31,835
GA	Georgia	4,217	6,676	19,706	29,476
HI	Hawaii	(10)	1,941	159	4,916
ID	Idaho	2,125	1,901	4,871	4,013
IL	Illinois	25,239	65,165	128,508	179,754
IN	Indiana	17,616	47,275	60,709	99,255
IA	Iowa	30,852	52,879	138,100	119,999
KS	Kansas	6,472	5,530	12,235	8,652
KY	Kentucky	2,183	9,274	19,305	22,126
LA	Louisiana	1,467	2,391	16,944	3,138
ME	Maine	0	0	18	36
MD	Maryland	3,744	5,032	10,488	5,751
MA	Massachusetts	62	175	846	371
MI	Michigan	9,562	27,436	48,131	43,492
MN	Minnesota	23,009	36,589	77,100	73,052
MS	Mississippi	2,739	7,487	5,001	12,250
MO	Missouri	19,851	26,224	62,180	60,367
MT	Montana	910	1,217	1,896	2,083
NE	Nebraska	1,670	2,793	3,615	5,437
NV	Nevada	61	0	61	0
NH	New Hampshire	59	0	59	93
NJ	New Jersey	471	615	908	1,211
NM	New Mexico	4,605	155	8,534	1,949
NY	New York	3,523	2,053	6,820	5,133
NC	North Carolina	6,035	4,767	13,135	9,100
ND	North Dakota	329	2,299	3,364	5,562
OH	Ohio	45,066	37,031	96,948	107,657
OK	Oklahoma	3,494	3,654	6,051	7,156
OR	Oregon	2,235	4,313	5,912	6,729
PA	Pennsylvania	3,279	7,011	7,941	10,375
RI	Rhode Island	75	0	1,102	84
SC	South Carolina	1,146	10,438	12,024	13,899
SD	South Dakota	661	1,433	1,831	2,576
TN	Tennessee	1,394	2,598	15,104	9,224
TX	Texas	8,948	10,538	18,431	19,072
UT	Utah	343	196	665	1,753
VT	Vermont	86	285	149	610
VA	Virginia	998	5,755	10,459	7,960
WA	Washington	1,545	1,757	6,437	2,994
WV	West Virginia	0	181	106	242
WI	Wisconsin	18,806	26,254	47,133	51,115
WY	Wyoming	29	67	440	598
	TOTAL U.S.:	281,065	463,714	930,797	1,024,840
CANADA					
AB	Alberta	1,495	1,510	2,438	2,356
BC	Brit. Columbia	46	140	210	337
MB	Manitoba	2,583	2,656	3,935	3,046
NB	New Brunswick	478	566	730	1,205
NF	Newfoundland	0	0	0	0
NS	Nova Scotia	464	67	876	779
ON	Ontario	16,534	30,818	32,827	53,107
PE	Pr.Edward Isle	2,041	865	4,015	1,980
PQ	Quebec	1,463	17,275	4,165	23,635
SK	Saskatchewan	746	1,589	1,144	11,574
	TOTAL CAN:	25,850	55,486	50,340	98,019
EXPORT SALES		334,236	245,658	1,088,141	929,192
TOTAL AG SALES		641,151	764,858	2,069,278	2,052,051
Non-Ag U.S.		35,478	31,339	104,656	90,581
	Canada	4,499	1,670	8,580	5,074
	Exports	12,734	12,507	26,402	24,446
TOTAL NON-AG SALES		52,711	45,516	139,638	120,101
GRAND TOTAL		**693,862**	**810,374**	**2,208,916**	**2,172,152**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	852	3,950	2,185	1,885	227	9,099
AK Alaska	0	0	0	0	0	0
AZ Arizona	45	0	61	0	16	122
AR Arkansas	123	0	1,950	128	33	2,234
CA California	1,998	1,817	1,455	32	926	6,228
CO Colorado	137	0	263	0	24	424
CT Connecticut	0	124	75	0	62	261
DE Delaware	0	(61)	1,853	0	0	1,792
FL Florida	525	1,237	913	409	2,925	6,009
GA Georgia	407	2,128	691	525	466	4,217
HI Hawaii	0	(63)	0	0	53	(10)
ID Idaho	84	496	1,677	(132)	0	2,125
IL Illinois	480	16,418	3,460	4,737	144	25,239
IN Indiana	566	12,800	1,428	2,717	105	17,616
IA Iowa	248	17,698	6,280	6,541	85	30,852
KS Kansas	510	333	5,191	386	52	6,472
KY Kentucky	0	1,683	495	0	5	2,183
LA Louisiana	0	249	1,218	0	0	1,467
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	3,724	15	5	3,744
MA Massachusetts	0	62	0	0	0	62
MI Michigan	(857)	7,997	2,166	121	135	9,562
MN Minnesota	0	9,930	12,344	642	93	23,009
MS Mississippi	0	0	2,731	0	8	2,739
MO Missouri	391	823	13,199	5,327	111	19,851
MT Montana	0	121	693	96	0	910
NE Nebraska	277	187	795	361	50	1,670
NV Nevada	0	61	0	0	0	61
NH New Hampshire	0	0	59	0	0	59
NJ New Jersey	0	0	232	151	88	471
NM New Mexico	4,246	16	288	0	55	4,605
NY New York	61	338	2,996	48	80	3,523
NC North Carolina	1,092	911	3,777	140	115	6,035
ND North Dakota	0	114	202	13	0	329
OH Ohio	1,238	28,501	13,908	683	736	45,066
OK Oklahoma	377	314	2,629	106	68	3,494
OR Oregon	70	378	1,686	75	26	2,235
PA Pennsylvania	206	104	2,351	44	574	3,279
RI Rhode Island	0	0	59	0	16	75
SC South Carolina	243	303	288	0	312	1,146
SD South Dakota	0	352	257	52	0	661
TN Tennessee	271	455	652	16	0	1,394
TX Texas	1,516	646	5,335	310	1,141	8,948
UT Utah	174	0	169	0	0	343
VT Vermont	0	0	67	0	19	86
VA Virginia	0	305	(122)	771	44	998
WA Washington	0	527	938	63	17	1,545
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	317	12,714	5,457	264	54	18,806
WY Wyoming	0	23	0	0	6	29
TOTAL U.S.:	15,597	123,991	106,075	26,526	8,876	281,065
CANADA						
AB Alberta	41	25	1,404	25	0	1,495
BC Brit. Columbia	0	0	46	0	0	46
MB Manitoba	0	438	1,588	557	0	2,583
NB New Brunswick	0	180	282	16	0	478
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	464	0	0	464
ON Ontario	21	6,694	9,669	0	150	16,534
PE Pr.Edward Isle	0	0	2,041	0	0	2,041
PQ Quebec	18	0	1,418	0	27	1,463
SK Saskatchewan	2	15	726	3	0	746
TOTAL CAN:	82	7,352	17,638	601	177	25,850
*EXPORT SALES:	206,195	28,531	77,207	11,698	10,605	334,236
TOTAL AG SALES	221,874	159,874	200,920	38,825	19,658	641,151
NON-AG U.S.	26,266	-	-	8,568	644	35,478
Canada	4,044	-	-	430	25	4,499
*Exports	735	-	-	11,999	0	12,734
TOTAL NON-AG SALES	31,045	-	-	20,997	669	52,711
GRAND TOTAL	**252,919**	**159,874**	**200,920**	**59,822**	**20,327**	**693,862**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	13	0	16,880	0	0	16,893
Bangladesh	21,202	0	0	0	0	21,202
Brazil	8,779	15,525	54,291	0	728	79,323
Chile	11,156	0	1,392	0	0	12,548
China	37,625	0	0	0	0	37,625
Columbia	2,008	0	0	0	0	2,008
Denmark	5,148	0	0	0	0	5,148
India	33	0	0	0	0	33
Indonesia	32,563	0	0	0	0	32,563
Japan	14,137	11,192	3,686	11,698	4,855	45,568
Korea	21,202	0	0	0	0	21,202
Malaysia	20,371	0	0	0	0	20,371
Mexico	269	0	0	0	63	332
New Zealand	4,343	0	0	0	0	4,343
Norway	10,487	0	0	0	0	10,487
Panama	0	0	958	0	0	958
Puerto Rico	0	1,814	0	0	109	1,923
Saudi Arabia	0	0	0	0	4,850	4,850
Switzerland	16,859	0	0	0	0	16,859
TOTAL AG:	206,195	28,531	77,207	11,698	10,605	334,236
NON-AGRICULTURAL						
Argentina	21	-	-	0	0	21
Italy	0	-	-	9,290	0	9,290
Japan	187	-	-	2,709	0	2,896
Korea	75	-	-	0	0	75
Mexico	452	-	-	0	0	452
TOTAL NON-AG:	735	-	-	11,999	0	12,734
TOTAL EXPORTS	206,930	28,531	77,207	23,697	10,605	**346,970**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	852	3,731	1,466	1,871	7,920
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	0	0	0
CA California	0	0	0	32	32
CO Colorado	0	0	0	0	0
CT Connecticut	0	124	75	0	199
DE Delaware	0	(61)	1,853	0	1,792
FL Florida	400	1,237	733	409	2,779
GA Georgia	242	2,128	692	525	3,587
HI Hawaii	0	(63)	0	0	(63)
ID Idaho	0	219	871	(132)	958
IL Illinois	480	16,418	2,736	4,737	24,371
IN Indiana	446	12,800	1,428	2,717	17,391
IA Iowa	0	16,877	5,313	6,541	28,731
KS Kansas	0	0	0	48	48
KY Kentucky	0	1,683	0	0	1,683
LA Louisiana	0	0	0	0	0
ME Maine	0	0	0	0	0
MD Maryland	0	0	3,724	15	3,739
MA Massachusetts	0	62	0	0	62
MI Michigan	(857)	7,997	2,166	121	9,427
MN Minnesota	0	9,823	12,330	642	22,795
MS Mississippi	0	0	1,876	0	1,876
MO Missouri	0	127	5,305	4,976	10,408
MT Montana	0	121	693	96	910
NE Nebraska	0	187	295	361	843
NV Nevada	0	61	0	0	61
NH New Hampshire	0	0	59	0	59
NJ New Jersey	0	0	232	151	383
NM New Mexico	0	0	0	0	0
NY New York	61	338	2,996	48	3,443
NC North Carolina	1,033	911	3,777	140	5,861
ND North Dakota	0	114	202	13	329
OH Ohio	997	28,501	13,908	683	44,089
OK Oklahoma	0	5	187	0	192
OR Oregon	17	305	1,077	75	1,474
PA Pennsylvania	182	104	2,351	44	2,681
RI Rhode Island	0	0	59	0	59
SC South Carolina	243	303	61	0	607
SD South Dakota	0	352	257	52	661
TN Tennessee	0	455	621	0	1,076
TX Texas	0	0	16	0	16
UT Utah	0	0	0	0	0
VT Vermont	0	0	67	0	67
VA Virginia	0	305	(122)	771	954
WA Washington	0	527	860	63	1,450
WV West Virginia	0	0	0	0	0
WI Wisconsin	317	12,714	5,457	264	18,752
WY Wyoming	0	0	0	0	0
TOTAL U.S.:	4,413	118,405	73,621	25,263	221,702
CANADA					
AB Alberta	41	25	1,404	25	1,495
BC Brit. Columbia	0	0	46	0	46
MB Manitoba	0	438	1,588	557	2,583
NB New Brunswick	0	180	282	16	478
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	464	0	464
ON Ontario	21	6,694	9,669	0	16,384
PE Pr.Edward Isle	0	0	2,041	0	2,041
PQ Quebec	18	0	1,418	0	1,436
SK Saskatchewan	2	15	726	3	746
TOTAL CAN:	82	7,352	17,638	601	25,673
*EXPORT SALES:	199,052	20,422	60,911	11,698	292,083
TOTAL AG SALES	203,547	146,179	152,170	37,562	539,458
NON-AG U.S.	17,128	-	-	7,658	24,786
Canada	4,044	-	-	430	4,474
*Exports	262	-	-	11,999	12,261
TOTAL NON-AG SALES	21,434	-	-	20,087	41,521
GRAND TOTAL	**224,981**	**146,179**	**152,170**	**57,649**	**580,979**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	13	0	16,880	0	16,893
Bangladesh	21,202	0	0	0	21,202
Brazil	3,913	9,230	38,953	0	52,096
Chile	11,156	0	1,392	0	12,548
China	37,625	0	0	0	37,625
Denmark	5,148	0	0	0	5,148
India	33	0	0	0	33
Indonesia	32,563	0	0	0	32,563
Japan	14,137	11,192	3,686	11,698	40,713
Korea	21,202	0	0	0	21,202
Malaysia	20,371	0	0	0	20,371
New Zealand	4,343	0	0	0	4,343
Norway	10,487	0	0	0	10,487
Switzerland	16,859	0	0	0	16,859
TOTAL AG:	199,052	20,422	60,911	11,698	292,083
NON-AGRICULTURAL					
Italy	0	-	-	9,290	9,290
Japan	187	-	-	2,709	2,896
Korea	75	-	-	0	75
TOTAL NON-AG:	262	-	-	11,999	12,261
TOTAL EXPORTS	**199,314**	**20,422**	**60,911**	**23,697**	**304,344**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	219	719	14	227	1,179
AK Alaska	0	0	0	0	0	0
AZ Arizona	45	0	61	0	16	122
AR Arkansas	123	0	1,950	128	33	2,234
CA California	1,998	1,817	1,455	0	926	6,196
CO Colorado	137	0	263	0	24	424
CT Connecticut	0	0	0	0	62	62
DE Delaware	0	0	0	0	0	0
FL Florida	125	0	180	0	2,925	3,230
GA Georgia	165	0	(1)	0	466	630
HI Hawaii	0	0	0	0	53	53
ID Idaho	84	277	806	0	0	1,167
IL Illinois	0	0	724	0	144	868
IN Indiana	120	0	0	0	105	225
IA Iowa	248	821	967	0	85	2,121
KS Kansas	510	333	5,191	338	52	6,424
KY Kentucky	0	0	495	0	5	500
LA Louisiana	0	249	1,218	0	0	1,467
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	5	5
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	135	135
MN Minnesota	0	107	14	0	93	214
MS Mississippi	0	0	855	0	8	863
MO Missouri	391	696	7,894	351	111	9,443
MT Montana	0	0	0	0	0	0
NE Nebraska	277	0	500	0	50	827
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	88	88
NM New Mexico	4,246	16	288	0	55	4,605
NY New York	0	0	0	0	80	80
NC North Carolina	59	0	0	0	115	174
ND North Dakota	0	0	0	0	0	0
OH Ohio	241	0	0	0	736	977
OK Oklahoma	377	309	2,442	106	68	3,302
OR Oregon	53	73	609	0	26	761
PA Pennsylvania	24	0	0	0	574	598
RI Rhode Island	0	0	0	0	16	16
SC South Carolina	0	0	227	0	312	539
SD South Dakota	0	0	0	0	0	0
TN Tennessee	271	0	31	16	0	318
TX Texas	1,516	646	5,319	310	1,141	8,932
UT Utah	174	0	169	0	0	343
VT Vermont	0	0	0	0	19	19
VA Virginia	0	0	0	0	44	44
WA Washington	0	0	78	0	17	95
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	54	54
WY Wyoming	0	23	0	0	6	29
TOTAL U.S.:	11,184	5,586	32,454	1,263	8,876	59,363
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	150	150
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	27	27
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	177	177
*EXPORT SALES:	7,143	8,109	16,296	0	10,605	42,153
TOTAL AG SALES	18,327	13,695	48,750	1,263	19,658	101,693
NON-AG U.S.	9,138	-	-	910	644	10,692
Canada	0	-	-	0	25	25
*Exports	473	-	-	0	0	473
TOTAL NON-AG SALES	9,611	-	-	910	669	11,190
GRAND TOTAL	**27,938**	**13,695**	**48,750**	**2,173**	**20,327**	**112,883**

***Exports listed on reverse.**

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Brazil	4,866	6,295	15,338	0	728	27,227
Columbia	2,008	0	0	0	0	2,008
Japan	0	0	0	0	4,855	4,855
Mexico	269	0	0	0	63	332
Panama	0	0	958	0	0	958
Puerto Rico	0	1,814	0	0	109	1,923
Saudi Arabia	0	0	0	0	4,850	4,850
TOTAL AG:	7,143	8,109	16,296	0	10,605	42,153
NON-AGRICULTURAL						
Argentina	21	-	-	0	0	21
Mexico	452	-	-	0	0	452
TOTAL NON-AG:	473	-	-	0	0	473
TOTAL EXPORTS	7,616	8,109	16,296	0	10,605	**42,626**